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## **OBJECTIVE**

DRB Position

## **RECENT EXPERIENCE**

### **Vice President of Sales (2010-Present)**

Linex Markings, Inc. Zephyrhills, FL

Work on sales and expand customer base.

### **Vice President Marketing (2002 - 2010)**

Bob's Barricades Inc., Sunrise, FL

Initiate sales contracts with contractors and follow through to project awards for a temporary maintenance of traffic corporation with revenue in excess of \$40 million. Manage a continual high level of customer service throughout the duration of projects. Entertain customers and build business relationships. Oversee and direct branch managers' sales efforts and bidding department. Intervene and follow through on difficult account collections. Track customer calling program and evaluate the effectiveness based on corporate objectives. Maintain quality control with monthly internal and annual external inventory audits.

Major Project Accomplishments:

- State Road 60 Tampa, Flatiron Construction,
- Sawgrass Expressway, APAC,
- I-75, AJAX / Anderson Columbia: Joint Venture,
- I-595, Dragados,

## **RELEVANT EXPERIENCE**

### **Sales Manager (2000 - 2002)**

East Coast Paving, West Palm Beach, FL

Developed market for new asphalt division of Hubbard Construction. Acquired annual county contract for asphalt repairs. Increased sales volume to backlog of over 300,000 tons that resulted in addition of two new asphalt crews.

**Sales Associate (1998-2000)**

Bob's Barricades Inc., Sunrise, FL

Increased sales volume of all eight branch locations. Oversaw branch operations. Developed and maintained strong customer relationships through planning, contacting, and entertaining. Coordinated joint sales calls with other corporate sales associates and branch managers. Maintained quality control with monthly internal inventory audits.

**Branch Manager, Regional Service Manager (1988-1998)**

Protection Services Inc.

**Branch Service Manager (1985 - 1988)**

Harrisburg, PA

As branch service manager from 1985 - 1988 of the Orlando and Tampa offices of Protection Services, Inc, a traffic control company and subsidiary of Stabler Company Inc., met or exceeded budget in every category including profitability. As regional service manager from 1988 - 1990, covered up to seven states, overseeing the branch service managers and their offices. As a branch manager of West Palm Beach office from 1990 to 1998, met annual budgets, ordered materials, managed inventory control, fleet maintenance, EEO (including compliance review boards), P & L, labor, and employee training. The branch's annual revenue increased from \$480K to \$1.2 million. Subsequently, acquired the Miami and Fort Myers branches in addition to the West Palm Beach office.

**ASSOCIATIONS****Asphalt Contractors Association of Florida (2008 - current)**

Tallahassee, FL

**Florida Transportation Builders Association (1989 - current)**

Tallahassee, FL

**Specifications Committee Member - M.O.T. Subcommittee****Engineering Contractors Association of South Florida (1998 - current)**

Plantation, FL

**Secretary/Treasurer****Underground Contractors Association (1998 - 2004)**

Coconut Creek, FL

**American Traffic Safety Services Association (1985 - current)**

Fredericksburg, VA

**EDUCATION AND CERTIFICATION****Dispute Resolution Board Foundation**

Florida Department of Transportation

**2007 Administration and Practice**

Deland, FL

**Traffic Control Supervisor**

American Traffic Safety Services Association

**Certification # 00038604**

Orlando, FL

**EEO Training**

Florida Department of Transportation

**Compliance Review Board**

Orlando, FL

**Business Administration**

Daytona Beach Community College

1985

Daytona Beach, FL